

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant

DEVELOPMENT COUNSELLORS INTL. LTD.
20 East 46 St. - Suite 901 - New York, N.Y. 10017

2. Registration No.

1421

3. Name of foreign principal

NETHERLANDS ANTILLES ECONOMIC MISSION

4. Principal address of foreign principal

30 Rockefeller Plaza
New York 10020

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) _____

☐ Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

NETHERLANDS ANTILLES ECONOMIC MISSION

b) Name and title of official with whom registrant deals.

Paul G.M. Loewenthal, Economic Commissioner

7. If the foreign principal is a foreign political party, state:

a) Principal address

N/A

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

N/A

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal, . . . Yes ☐ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal . . Yes ☐ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

N/A

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

N/A

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A May 1, 1976	Name and Title E.T. Ellenis, Vice Pres.	Signature <i>E.T. Ellenis</i>
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MAY 11 1 40 PM '76
REGISTRATION UNIT
CRIMINAL DIVISION

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
DEVELOPMENT COUNSELLORS INTL. LTD	NETHERLANDS ANTILLES ECONOMIC MISSION

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
- Describe fully the nature and method of performance of the above indicated agreement or understanding.
publicity to inform U.S. businessmen about economic opportunities in the Netherlands Antilles.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Writing and distributing press releases to the business and industrial trade press and also sales promotion.
Planning speaking engagements before press and business groups.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

N/A

Date of Exhibit B	Name and Title	Signature
May 1, 1976	E.T. Ellenis, Vice President	<i>E.T. Ellenis</i>

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

Development Counsellors International Ltd.
20 East 48 Street
New York, New York 10017
Murray Hill 7-1383

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GENERAL INVESTIGATIVE
DIVISION

March 9, 1976

Paul G. M. Loewenthal
Economic Commissioner
Netherlands Antilles Economic Mission
30 Rockefeller Plaza, Room 3327
New York, N.Y. 10020

Re: Proposal-Agreement for a Special Promotion Program in the
United States for the Netherlands Antilles Economic Mission
by Development Counsellors International, April 1 -
December 31, 1976

Dear Mr. Loewenthal:

I am writing this letter following our extended meeting on
Monday, March 8, in which we jointly outlined the advisability
of a limited but intensive promotion program by your organiza-
tion in the U.S. In the following I have presented at your
suggestion the points that encompass this program:

- (1) As a background for your marketing role in the U.S., a
promotion program is needed with these two major objectives:
 - a. To inform leaders of the U.S. business community of
the Netherlands Antilles and its economic opportunities.
(In some circles the Netherlands Antilles is somewhat
known as a trading center and an oil refining area;
it is not known as a present or potential manufacturing
center.)
 - b. To utilize planned professional promotion to elicit
effective inquiries that can be followed up via
personal contact by you and your associates.
- (2) The program is particularly timely, as we discussed, because
of the successful experience of such respected U.S. companies
as Rockwell and Texas Instrument which can be effectively
incorporated into the program. Moreover, there are some
interesting newsworthy items on the horizon such as the Sabal
oil drilling which are very timely and newsworthy and can be
utilized to focus corporate attention on the Netherlands
Antilles.

(3) The program itself shall consist of the following elements:

- a. Selective direct mail: DCI shall develop a list of prospect executives and firms with emphasis upon industrial categories of particular interest to the Netherlands Antilles, for example, electronics and petrochemicals. We shall develop a personalized letter from you to each indicated prospect that shall give the exact appearance of a personal letter and will encourage the top executive prospect to contact you for an information folder that will include "investment factors," as well as other materials.

Two to three such direct mailings shall be planned, carried out and followed up during the period of this agreement.

- b. Publicity: This is a splendid low cost and high credibility technique to get the Netherlands Antilles investment potential better known through articles and stories in major publications. Target publications here shall include the N.Y. TIMES, WALL STREET JOURNAL, JOURNAL OF COMMERCE, WORLD MARKETING, DUN'S, TIME and other top level multinational investor-impact periodicals.

In addition, special inquiry-aimed articles will be sent to respected "bible" publications in those vertical industries of particular priority, for example, Petrochemicals (example: CHEMICAL & ENGINEERING NEWS) and Electronics (example: ELECTRONIC NEWS).

- c. Special Events: Frankly I have been most impressed by your articulateness, grasp of our language and knowledge of the Netherlands Antilles. These can be turned to good use through arranging for one or more special events, for example, a press conference with members of the international business press or a possible talk before such a group as the International Executives Association with of course strong surrounding publicity.

(4) I don't think there is any reason to dwell at great length or depth on DCI's credentials or track record to carry out this program with optimum effectiveness. I have attached a list of our clients which indicate our successful work with over 40 development groups, a number of them in the Caribbean including Puerto Rico, Trinidad & Tobago and, as you know, the Netherlands Antilles Economic Mission. This means we will not require extensive initial orientation and can move immediately right into the action phase of this program. I should also note that this program on a day-to-day

basio will be handled by my partner, Manny Ellenis, whom you met, and I will exercise overall supervision.

- (5) The program shall begin on ^{eight} ~~April~~ ^{May 15} 1, 1976 and continue for a period of ~~nine~~ months through December 31, 1976, and the calendar year. During the final month and at no extra cost we shall provide you with a detailed objective analysis of the work accomplished and a plan for future activities covering calendar 1977.
- (6) The cost of this program shall be at our minimum monthly fee rate of \$1,500 per month, ~~or \$13,500.~~ Additional out-of-pocket expenses, for example, covering the costs of the direct mailings, shall be billed separately and shall not exceed \$4,000 during this period.

This covers the points we discussed. Your acceptance of these terms can most easily be signified, if you wish, by signing and returning one copy of this proposal in its original or revised form, thus rendering it as our letter of agreement.

We look forward to this assignment with great enthusiasm and confidence.

Respectfully submitted,

Ted M. Lovine
President

Accepted

Loewenthal

PAUL G. M. LOEWENTHAL
ECONOMIC COMMISSIONER
NETH. ANTILLES ECON. MISSION
30 ROCKEFELLER PLAZA
NEW YORK, N. Y. 10020

Date

4/26/76.